



European Space Agency (ESA)



Process

Principal Components of Offer

- Offer Description
- Technical Information
- Company Information and Management Team
- Market Analysis and Strategy Summary
- Business Plan or Proof of Financing
- Letters of Intent/Commitment

Offer Review Steps

- Registration of Offer
- Review: Compliance with ISS Image
 - Technical Issues
 - Business Issues
 - Legal/Policy Issues
- Dispositioning (Acceptance/Rejection)

Notifications to Offeror

- Registration Letter
- Evaluation Letter
- Status Letter

Conditions of Sale

- Timing of use is negotiable, subject to the inventory of resources and accommodations available at each phase in the ISS program.
- Costs associated with nonstandard services are the responsibility of the buyer.
- Costs associated with all payload hardware and software are the responsibility of the buyer.
- Customers from ESA Member States contributing to ISS exploitation¹, which procure ISS services and resources, may apply for ESA deferred payments in the commercial venture.

¹ Currently: Belgium, Denmark, France, Germany, Italy, the Netherlands, Norway, Spain, Sweden, and Switzerland.

Pricing

Product	Quantity	Price ¹
Accommodation:		
■ EDR locker, inclusive of standard services	1 locker for 3 months inclusive of: 3 crew hrs and 100 kWh	830 KEUR
■ EDR drawer, inclusive of standard services	1 drawer for 3 months inclusive of: 4 crew hrs and 130 kWh	1050 KEUR
Research facility:		
■ ESA MFC facility or external facility	1 facility per day ² including: 15 crew min and 8.5 kWh	70 KEUR
■ Basic payload support	1 kg payload	10 KEUR
Communication services:		
■ Data Rate	1 min of TDRSS link	100 USD ³
Transportation services:		
■ Pressurised up/downmass	1 kg (each way, passive cargo)	22 KUSD ³
■ Unpressurised up/downmass	1 kg (each way, passive cargo)	26.5 KUSD ³
Additional resources and services		On demand
Media and commercial communication		On demand

Specific customers' requirements will be agreed on a case-by-case basis.

¹ Prices are applicable for customers from States contributing to ISS exploitation. Prices for customers from other States will be agreed on a case-by-case basis.

² Several customers may share the usage of one facility, thus reducing the individual cost.

³ Prices in U.S. dollars refer to services provided via NASA and are subject to NASA pricing provisions.

Contact Information

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